

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 OPIC-03 STR-07 CIAE-00 INR-10

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FM AMEMBASSY BERLIN

TO SECSTATE WASHDC 7429

USDOC WASHDC

INFO AMEMBASSY BONN

AMEMBASSY MOSCOW

AMEMBASSY PRAGUE

USMISSION USBERLIN

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USDOC FOR BEWT

E. O. 11652: N/A

TAGS: ETRD, GE

SUBJECT: GM SOUNDINGS IN GDR

1. IN A CALL AT THE EMBASSY MAY 16, GM DIRECTOR FOR SALES DEVELOPMENT/EASTERN EUROPE J. BODIE BRIEFED US ON PURPOSE OF HIS VISIT TO EAST BERLIN. BODIE, ACCCOMPANIED BY EKKEHARD ROHDE, BOARD MEMBER OF ADAN OPEL, SAID HE HAD AN APPOINTMENT WITH DIRECTOR GENERAL HELMUT IHLE OF TRANSPORTMASCHINEN WITH WHOM HE INTENDED TO EXPLORE BROAD POSSIBILITIES FOR COOPERATION WITH THE GDR, INCLUDING POSSIBILITIES FOR COOPERATION IN THE PRODUCTION OF A SUB-COMPACT AUTOMOBILE IN THE GDR BASED ON GM DESIGNS.

2. AWARE OF GDR-CZECHOSLOVAK PLANS TO PRODUCE JOINTLY A FRONT-WHEEL DRIVE COMPACT IN THE 1980'S, BODIE SAID THAT GM WOULD LIKE TO EXPLORE WITH THE GDR POSSIBILITIES

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FOR PRODUCING YET ANOTHER UP-TO-DATE AUTOMOBILE BASED ON GM DESIGNS. AS ENVISIONED BY GM, SUCH AN ARRANGEMENT WOULD INVOLVE GM DESIGN AND MANUFACTURING ASSISTANCE AS WELL AS EXPORT OF COMPONENTS USED IN THE MANUFACTURING PROCESS TO THE GDR. GM WOULD BE WILLING TO ACCEPT A PORTION OF GDR PRODUCTION IN COMPENSATION. BODIE MENTIONED THAT GM HAS EXPLORER A

SIMILAR ARRANGEMENT WITH THE SOVIET UNION.

3. BODIE SAID THAT THE CURRENT SOUNDING DIFFERED FROM UNSUCCESSFUL GM DISCUSSIONS WITH THE GDR IN 1973-75, IN THAT GM COULD DISCUSS IN DETAIL THE DESIGN OF THE AUTOMOBILE TO BE PRODUCED, WHEREAS THE CAR UNDER DISCUSSION THREE YEARS EARLIER WAS NOT YET ON GM DRAWING BOARDS. IN ADDITION TO COOPERATION IN THE PRODUCTION OF AUTOMOBILES, GM ALSO WISHED TO DISCUSS POSSIBILITIES FOR SALES OF MARINE DIESEL ENGINES AND TRACTORS TO THE GDR. BOLEN

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Message Attributes

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